Food Hubs as Food Business Incubators: *Models from across the Country*

March 30th, Atlanta GA
Union Kitchen allows food business owners to focus on what they do best: make food.

**Food**
- A low-cost, low-risk, full-service kitchen and business services
- Collaborative food prep and cooking areas, dry storage, frozen storage, and cold storage
- Members include food trucks, bakers, coffee shops, beverage producers, packaged good purveyors, and caterers

**Business**
- Covers all costs of utilities, taxes, cleaning, maintenance, trash collection, and pest control
- Consulting and guidance on staffing and marketing
- Negotiates lower food costs through coordinated purchasing
- Connects members to retail and catering opportunities

**Community**
- Supports more than 100 food businesses
- Participates in job placement and training programs
- A collaborative space for food businesses to take advantage of the power of working as a group
Union Kitchen Facilities
Mad River Food Hub – Waitsfield, Vermont
Joe Buley at Mad River Food Hub
Joe’s Kitchen @ Screamin’ Ridge Farm

- Mad River Food Hub: Opened October 2011
  - Screamin’ Ridge Farm: Veg. Soup & Salsas, Stock pot, shared kitchen
  - Meat Soup: State inspected
  - Meat Soup: USDA inspected
  - UVM Medical Center Tour
  - Joe’s Kitchen Graduation to Montpelier VT

- Bethany Church: Montpelier VT
- LACE: Barre VT

- LTV $78,155

- 4 FTE Staff
- EAP Application
- Dual Steam Kettle WL Grant
- Healthy Mountain Co-op Account
- Middlebury Co-op & Farmigo Account

- 2009 - 2016
  - 2009: Shared Use Kitchen
  - 2010: Incubator Kitchen
  - 2011:Accelerator
  - 2012: Farm CSA + VAP
  - 2013: CSA Pack-out & Distribution
  - 2014: 100% Value Added Products
Joe’s Kitchen Montpelier Vermont
LA COCINA
A Non-Profit Business Incubator for Food Businesses
The mission of La Cocina is to cultivate low-income food entrepreneurs as they formalize and grow their businesses by providing affordable commercial kitchen space, industry-specific technical assistance and access to market opportunities.

- We focus primarily on women from communities of color and immigrant communities.
- Our vision is that entrepreneurs gain financial security by doing what they love to do, creating an innovative, vibrant and inclusive economic landscape.
**WHAT WE OFFER**

- **Subsidized Commercial Kitchen Space:**
  - Program Participants pay an average of $13/hour for kitchen rental space.
  - Commercial users pay an average of $35/hour for kitchen rental space.

- **Industry-Specific Technical Assistance**
  - La Cocina offers free or subsidized technical assistance in marketing, operations, product, sales and finances for food businesses.

- **Workshops**
  - La Cocina offers workshops to its clients and the general public in various aspects of food business knowledge.

- **Access to Markets and Market Positioning**
  - Connecting vendors to market opportunities and co-branding for the mainstream market.

- **Access to Capital**
  - Connecting vendors to viable sources of capital for growth.
HOW IT WORKS

Application and Enrollment
Qualified Applicants

Pre-Incubation (6 month period)
Participants receive technical assistance to build business foundations in Product, Marketing, Finances and Operations

Incubation
Successful Pre-Incubation participants continue to receive technical assistance and have access to affordable commercial kitchen.

Graduation and Alumni
Program participants reach all established incubation benchmarks and expand their business out of La Cocina’s kitchen.
Veronica Salazar
Chef & Owner, El Huarache Loco
Informal to Formal, A Case Study

2005
YEAR BUSINESS LAUNCHED

$8,600
SALES AT LAUNCH

$81,200
CURRENT SALES

22
CURRENT # OF EMPLOYEES

NY Times,
SF Chronicle,
KQED
MEDIA ATTENTION
We focus on regional foodsheds and the Michigan economy and environment.

We keep duplicate trucks off the road.

We work with multiple, independent food sources.

We are part of a resilient food movement.

We're an alternative to global corporate models. We are transparent.

We are ensuring the economic, ecological and social sustainability of Michigan communities.
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